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OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION

www.hhs.gov/smallbusiness/

SMALL BUSINESSES ARE THE  OF THE ECONOMY

Successful Strategies for Doing Business with the Department of Health and Human Services (DHHS)

Shaunta Johnson

Deputy Director, Operations

Office of Small and Disadvantaged Business Utilization



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11 OPERATING/STAFF DIVISIONS





HHS

TOP 25 NAICS



NAICS

NAICS DESCRIPTION

325414	BIOLOGICAL PRODUCT EXCEPT DIAGNOSTIC MANUFACTURING
541512	COMPUTER SYSTEMS DESIGN SERVICES
541611	ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES
325412	PHARMACEUTICAL PREPARATION MANUFACTURING
541711	RESEARCH AND DEVELOPMENT IN BIOTECHNOLOGY
524114	DIRECT HEALTH AND MEDICAL INSURANCE CARRIERS
541618	OTHER MANAGEMENT CONSULTING SERVICES
541519	OTHER COMPUTER RELATED SERVICES
541990	ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES
541712	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES EXCEPT BIOTECHNOLOGY
561210	FACILITIES SUPPORT SERVICES
541710	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES
541513	COMPUTER FACILITIES MANAGEMENT SERVICES
541690	OTHER SCIENTIFIC AND TECHNICAL CONSULTING SERVICES
541720	RESEARCH AND DEVELOPMENT IN THE SOCIAL SCIENCES AND HUMANITIES
541511	CUSTOM COMPUTER PROGRAMMING SERVICES
561421	TELEPHONE ANSWERING SERVICES
561320	TEMPORARY HELP SERVICES
334111	ELECTRONIC COMPUTER MANUFACTURING
334516	ANALYTICAL LABORATORY INSTRUMENT MANUFACTURING
518210	DATA PROCESSING, HOSTING, AND RELATED SERVICES
541820	PUBLIC RELATIONS AGENCIES
236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION
531120	LESSORS OF NONRESIDENTIAL BUILDINGS EXCEPT MINIWAREHOUSES
621111	OFFICES OF PHYSICIANS EXCEPT MENTAL HEALTH SPECIALISTS



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Top 10 Prime Contractors

VENDOR	Total Spend	OpDivs Supplied	Primary Category
1. Sanofi Pasteur Inc	\$870 Million	6	Pharmaceuticals
2. SAIC Inc	\$655 Million	6	Professional Services
3. Lockheed Martin Corp	\$326 Million	6	Professional Services
4. Westat Inc	\$274 Million	10	Professional Services
5. Northrop Grumman	\$210 Million	8	Professional Services



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VENDOR	Total Spend	OpDivs Supplied	Primary Category
6. Hewlett Packard	\$175 Million	9	Information Technology
7. Booz Allen Hamilton	\$174 Million	9	Professional Services
8. Systems Research and Applications Corp	\$156 Million	7	Professional Services
9. Deloitte & Touche LLP	\$123 Million	8	Professional Services
10. IBM	\$122 Million	8	



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Small Business Socio-Economic Categories

**FDA
FY 13 GOAL**

**FDA
FY 13
ACHIEVED**

**% Needed
to Reach
Goal**

Small Business

35%

50.41%

**Small and Disadvantaged
Business (SDB)**

5%

34.88%

**Women-Owned Small Business
(WOSB)**

5%

9.80%

**Historically Under-Utilized
Business Zone (HUBZone)**

3%

2.43%

**Service-Disabled Veteran-Owned
Small Business (SDVOSB)**



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5-YEAR TREND ANALYSIS



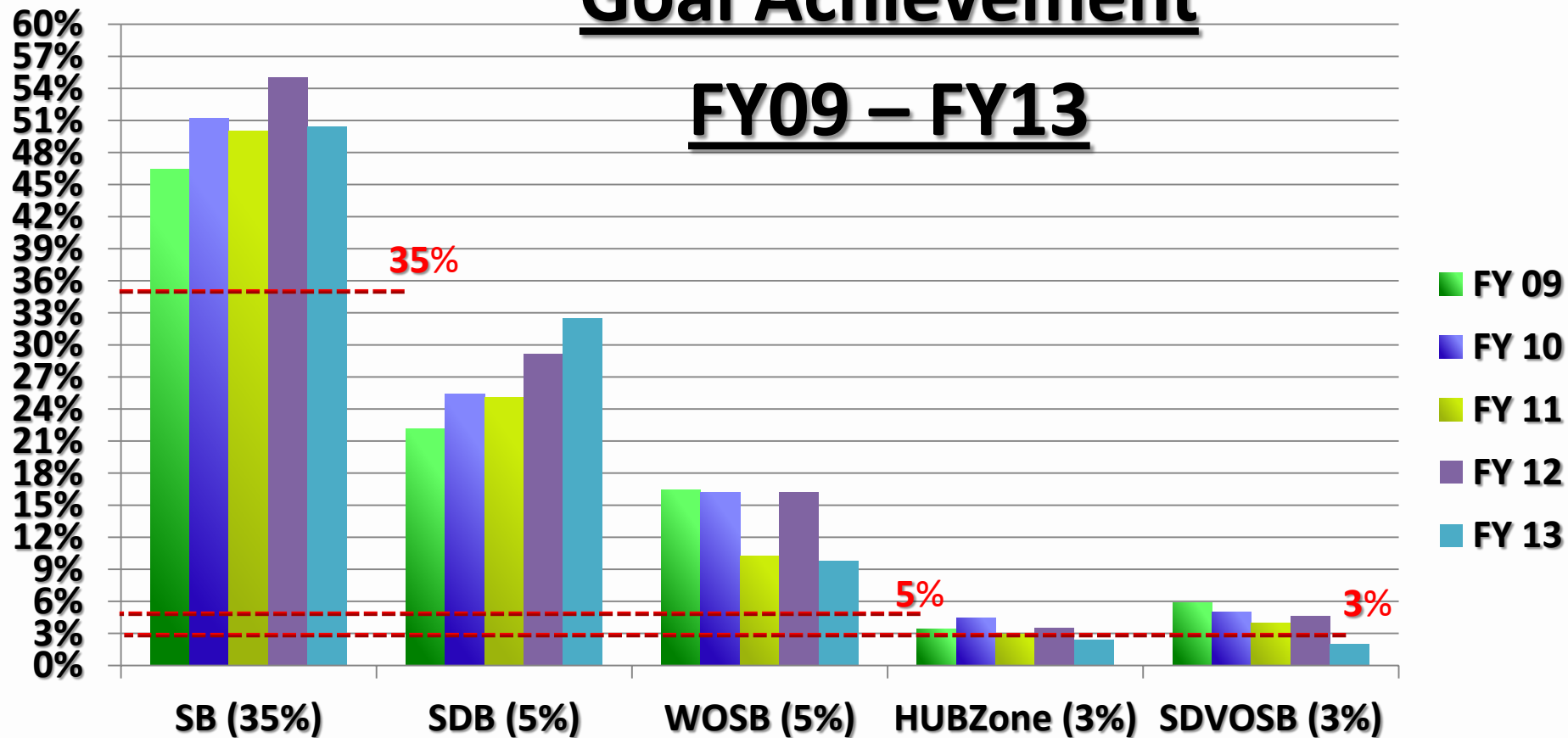
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Goal Achievement

FY09 – FY13



Current Status & Goals

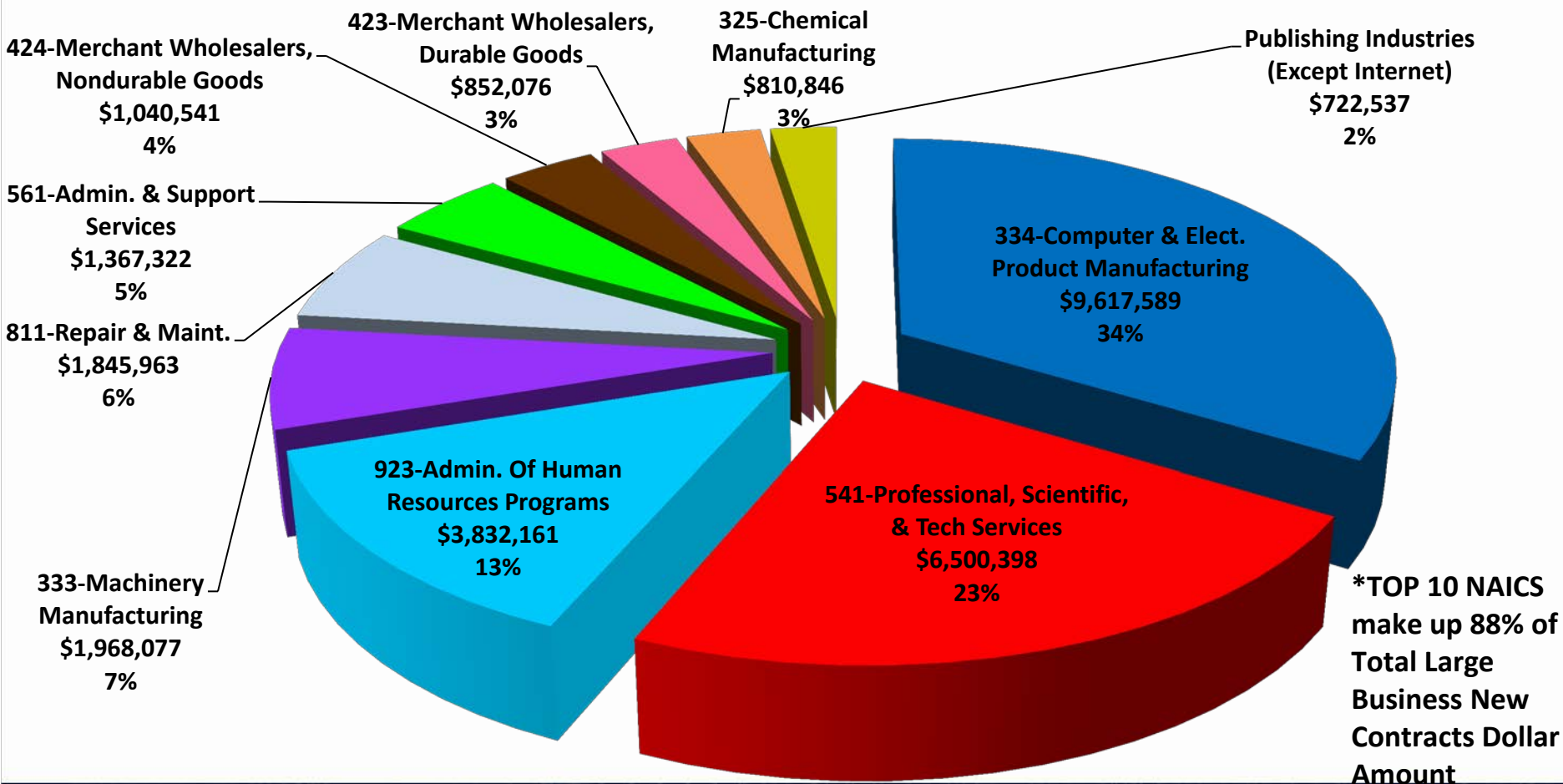


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FY 13 Large Business New Contract Awards by Industry (TOP 10 NAICS)



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Have you done your homework???

- ✓ Which OPDIV/STAFF buys your product/service?
- ✓ Have you read the FY14 Budget in Brief?
- ✓ What contracts are expiring soon within HHS?
- ✓ Do you have teaming partners who can help you compete for larger projects?
- ✓ How can you help the Department achieve its HUBZone and SDVOSB goals?





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Performance Record

- Open Ratings review – Schedules only
- Similar past performance examples – contractors submit with proposals/quotes, including reference contact information
- Contractor Performance Assessment Reporting System (CPARS)/Past Performance Information Retrieval System (PPIRS)
 - For all contracts, input by Contracting Officer
 - Upon receipt of notification, the contractor has 30 days to review and approve or contest the assessment
 - Assessments can be viewed for one year in CPARS
- FAR 15.304



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Fiscal Year **2013**

Budget in Brief

Strengthening Health and Opportunity
for All Americans

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HHS uses GSA Schedules E-Buy

- E-Buy is an online procurement tool for federal customers
- Allows agencies to streamline the procurement process by asking for online quotes or proposal for commercial products or services
- Do not have to receive invitation to respond to SOW
- FSS contractors may review requests and post responses
- **Set-aside authority - FAR 8.404 and 8.405**

Government Buyers	GSA Contractors
Please enter your GSA Advantage! Membership User ID and Password.	Please enter your Contract number and Password as provided by the Vendor Support Center.
User ID <input type="text"/>	Contract Number <input type="text"/>
Password <input type="password"/>	(Example: GS99F9999F, V123P1234A, or GSOOTO7NSD1234) Password <input type="password"/>
<input type="button" value="Login"/>	<input type="button" value="Login"/>



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- Get added to the interested parties list
- Find post contract award information
- Who has a need/opportunity for what I sell?
- Search solicitations posted on FBO
- Register for notifications


 Federal Business Opportunities

Home
 Getting Started
 General Info
 Opportunities

Search more than **27,800*** active federal opportunities.

Posted Date:

Set-Aside Code:

Place of Performance:

Type:

Keyword / Solicitation #:

Agency:

Additional criteria and multiple selections are available on the [advanced search](#)

* All numbers are subject to change without notice.

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Federal Procurement Data System (FPDS)

- Who buys what you sell?
- Who are the top federal spenders?
- Who is your competition selling to?
- What contract vehicles do they hold?
- TIP: Review contract expiration dates to begin marketing for re-compete opportunities



The screenshot shows the homepage of the Federal Procurement Data System - Next Generation. At the top, there is a navigation bar with links: Home, Newsroom, Reports, Status, Worksite, Archives, Training, Calendar, and Help. Below this is a 'Login' section with fields for 'Log-In:' and 'Password:', and a 'Log In' button. To the right of the login section is an 'ezSearch' section with a search box and the text: 'Google-like search to help you find federal contracts...'. Below the search box, it states: 'ezSearch contains procurement data as well as additional NASA data (for example, financial assistance actions)'.

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How to Interpret FPDS Data Definitions

- Use the Federal Procurement Data System-Next Generation (FPDS-NG) Data Element Dictionary –

<http://www.fpdnsng.com/downloads/FPDS-Data-Dictionary-Version1.3.pdf>

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Interagency Contract Directory (ICD)

- Who is winning government contracts?
- What type of products and services is the government buying?
- Where is the government spending their money?

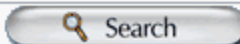


The screenshot shows the top of the ICD website. It has a blue header with the text 'Interagency Contract Directory' and a small logo on the left. Below the header, there is a section titled 'About ICD' which describes the directory as a central repository of Indefinite Delivery Vehicles (IDV). At the bottom of the screenshot, there is a search bar with the placeholder text 'Enter Keywords to Search Interagency Contracts' and a 'Search' button with a magnifying glass icon.

Interagency Contract Directory

About ICD
The **Interagency Contract Directory (ICD)** is a central repository of Indefinite Delivery Vehicles (IDV) awarded by the Federal agencies where the IDV is available for use at both the intra agency and interagency levels.

Enter Keywords to Search Interagency Contracts

 Search

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HHS' OSBU offers the following to support small businesses:

- One-on-one counseling appointments
- Marketing strategies and techniques workshops
- Small Business Industry Days
- Monthly Vendor Outreach Sessions (VOS)
- Web symposiums, forum/roundtables, and procurement conferences
- Social media tools such as Twitter, Facebook and future video postings on YouTube



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FOLLOW US.....



@HHSSmallBiz



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TERESA L.G. LEWIS, Director

SHAUNTA JOHNSON

Deputy Director, Operations

CYRIL JONES

Deputy Director, Administration

OPERATIONS

ANNETTE OWENS-
SCARBORO
NIH

NIKISHA GOINS
CMS

ANITA ALLEN
CMS

NYDIA SAGNA
HQ

WAYNE BERRY
NIH/HRSA

ALLYSON BROWN
CDC

COURTNEY CARTER
NIH

QUINCY DILLARD
HQ

JONATHAN
FERGUSON
FDA/IHS

GWEN MILES
CDC

LINDA WATERS
PSC/ASPR

ANTHONY JOSEY
AHRQ/SAMSHA

ADMINISTRATION



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Monthly Vendor Outreach Sessions (VOS)
Every second Tuesday of the month (except Sept/Nov/Dec)
9:00 a.m. – 3:00 p.m.

***Online registration opens one week before the VOS**

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Questions

